

## DIGITAL DEMONSTRATES HOW TO INTEGRATE THE ENTERPRISE AT DECWORLD '88

Cannes, France – Digital literally took over the French Riviera for two weeks from September 12–23 to stage DECWORLD '88 – the computer industry's largest single-vendor event.

More than 23,000 customers from all over the world attended the show held concurrently at the Palais des Congrès in Cannes and at 11 Application Centres for Technology (ACTs) in the U.S.

For the duration, the huge Palais des Congrès became the nerve centre of Digital's worldwide activities and the focal point for the theme of DECWORLD '88 – 'Integrating the Enterprise'. The event offered something for all customers:

- ☐ a 12,000 square metre exhibit floor with more than 350 networked demonstrations
- ☐ 70 daily sessions discussing industry-specific issues including 'Understanding the Cost of Ownership', 'Managing Multinational Enterprises through Networking', and '1992 – the Single Market'
- ☐ executive briefings and other strategic customer meetings
- ☐ eight Corporate Leader's Forums
- ☐ several CSO and Industry and Analyst events
- ☐ a two-day program for international journalists.

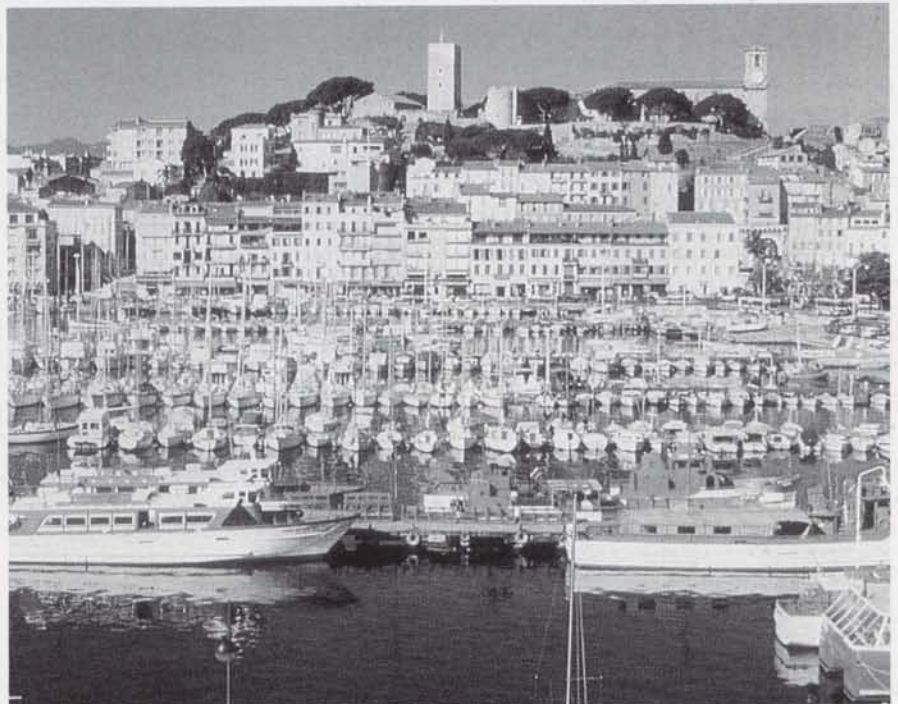
Throughout, Digital showed off its concepts of using information technology to help any company to 'Integrate the Enterprise' and work together to achieve its goals and gain competitive advantage.

The more than 18,000 customers who travelled to Cannes each spent 2–3 days with their Sales escorts, meeting with Digital's executives to discuss their business problems and solutions, visiting the appropriate booths in the exhibit, and gaining insight into how Digital approaches the information systems business of the future.

In the U.S., some 5000 customers attended one-day events including demonstrations and sessions at Digital Application Centres for Technology (ACTs).

On behalf of the company, President Ken Olsen welcomed the customers to DECWORLD '88 – a truly worldwide event reflecting Digital's status as a multinational corporation.

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CANNES, FRANCE, the main venue for DECWORLD '88.

## SPR HIGHLIGHTS

The SPR *Subsidiary Operations Review*, released in mid-November, highlights our accomplishments during the past fiscal year. Some of these were:

- ☐ In Australia, revenues increased by 15% to \$A327.8 million for the year, in a market which grew by only about 11%.
- ☐ In New Zealand, where economic climate mitigated against growth, revenues increased by 9% for the year, to \$NZ65 million.
- ☐ Digital entered into a Partnership Agreement with the Australian Government which will have long-term benefits for both. We have made a commitment to the Australian Government to provide \$A100 million in exports from Australia and \$A25 million in research and development by 1992. (see editorial page 2).
- ☐ An external research program was initiated during the year and the company made commitments to several institutions representing an investment of \$A3 million in the coming year.

- ☐ The Australian Technology Centre (SNA), which houses our international networks and communications engineering operation (NaC Australia) as well as CSS, was officially opened.
- ☐ First steps were taken to relocate our SPR head office in 1990 to the Sydney suburb of Rhodes. The purchase of land and building of the facility is a major event in the development of our business throughout SPR and demonstrates our commitment to the marketplace and customers.
- ☐ We increased the value of our locally manufactured products and continued to work with local companies on the production of products for local and world markets. ●



# OVERVIEW

## PARTNERS FOR DEVELOPMENT

The Partnership for Development Agreement between Digital and the Government of Australia (see April issue) is vitally important – and has far-reaching implications – for the future of the Subsidiary, its employees and the country.

In this, the first of a series of articles on this strategic Agreement, Subsidiary Manager Frank Wroe explains the What, Why and When of the Partnership for Development Agreement.

I'd like to put the Partnership for Development Agreement into perspective.

For 29 of the last 30 years, there has been more money flowing out of Australia to pay for imports than there has been income from exports.

A country with a protracted net cash outflow faces long-term problems, just as does an individual or a company in a similar situation.

Since the early 1970s the Governments of Australia have been addressing the trade imbalance between imports and exports. In



DIGITAL & AUSTRALIA working in partnership: Frank Wroe, Subsidiary Manager, with Senator John Button, Federal Minister for Industry, Technology and Commerce, at the announcement of the Partnership for Development Agreement last March.

### digital

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an attempt to correct this imbalance, the Government has used, in our industry sector and others, policies generally labelled 'offsets'.

Offset policies are centered on commitments from importers of high technology to offset the value of their contracts with the Government by local activities of one kind or another. In other words, importers are to some degree obliged to invest or otherwise spend their revenue from Australia in Australia.

**It's what we're pinning our hopes for the future on. And they're not just the hopes of the company – they are the hopes of the country.**

For several reasons, those offset policies do not work particularly well. A primary reason is that they aim at stemming the effect – the outflow of dollars from the country – without effectively addressing its root cause: Australia's lack of competitiveness in world markets.

### The Heart of the Matter

Australia has historically been an exporter of raw materials and an importer of finished goods.

The value added in transforming raw materials to finished goods has until now taken place overseas, because Australian industry either could not be competitive in manufacturing or because the appropriate local industries did not exist.

Many of Australia's competitive disadvantages are inbuilt: it has a small domestic market and is geographically isolated from the volume markets. Its population is clustered and separated by long distances.

As markets for finished goods take on a more global nature, however, these disadvantages are no longer fatal. Australian exports can be competitive in certain carefully chosen global markets, and some of these have to do with information technology.

Australia's challenge is to become a world player in information technology – but from virtually a standing start and in a very short period of time.

Before Digital and other transnational companies can export enough Australian-made products to have an impact on the trade imbalance, however, we must have the foundation – the supporting infrastructure – for local manufacturing. And Australia's information technology infrastructure is seriously lacking in two key areas.

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## DECWORLD '88

(from page 1)

"Being here in Cannes really stresses the importance of Digital's global operations," Ken said.

### Digital's Focus

The company, Ken said, is now focusing on common industry problems such as incompatible systems, long system development backlogs, the growing cost of system operation, the inability to demonstrate productivity gains, and limited access to the best software because of incompatible operating systems.

"Digital's approach to solving these problems is integration by a number of methods, including an information architecture that is responsive to the way organisations work, and which provides for easy expandability and upgrading."

### 'Our Mission:

#### Integrating the Enterprise'

Ken told DECWORLD guests that Digital is committed to the Open Systems Interconnection (OSI) model, the worldwide standard operating system being developed by the Open Software Foundation, and integration - not only that of linking mainframes from IBM and other vendors, but also on the desktop to permit PCs from almost any vendor to be connected through a network from Digital.

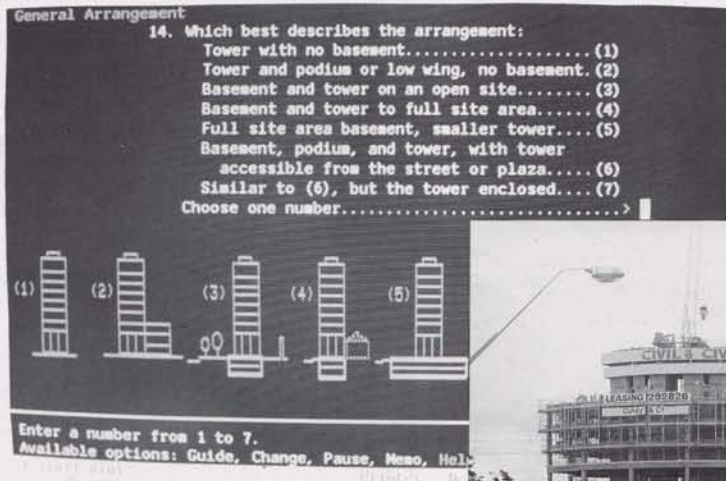
"With this capability, our mission is one of integrating the enterprise, so that users have access to information worldwide and feel empowered by the fact that information is at their fingertips.

"We have seen this lead to enormous productivity in our own organisation at Digital, as our employees across the globe have access to the information they need to get their jobs done," Ken explained. ●

## DECWORLD '88: FACTS & FIGURES

- ☐ Customers: 18,000 at Palais des Congrès in Cannes; 5000 at ACTs in US.
- ☐ Population: 6500 average daily within the Palais des Congrès (highest was 8879).
- ☐ Nationalities: 77 countries involved.
- ☐ Exhibit area: 12,000 square metres at Cannes; 11,000 square metres at ACTs.
- ☐ Third parties: More than 200 participated.
- ☐ Demonstrations: 350 in Cannes; 150 at ACTs.
- ☐ Sessions: 70 per day in Cannes; up to 48 per day at ACTs.

## AI CENTRE'S WORK ON SHOW



USING A SERIES of straightforward questions and sketches, the PREDICTE expert system developed by Civil & Civic and Digital's AI Centre evaluates the construction time for a building at the early conceptual stage of the project.

Digital's work in Artificial Intelligence (AI) went on show to the world in September when PREDICTE, an advanced expert system built by Digital and construction company Civil & Civic, was exhibited at DECWORLD '88 in France.

PREDICTE encapsulates the accrued knowledge of a Civil & Civic employee, Geoff Stevens, who is an expert in calculating the time needed to complete major construction projects. PREDICTE makes this knowledge directly available for use by less experienced persons (see Digitalk, July 1988).

The project was shared between the AI Applications Group in Hudson (USA) and the



AI Centre in Sydney. The AI Centre here provided project management throughout the development of the system, some knowledge encoding, the design and implementation of the graphic user interface, testing and subsequent enhancements.

Digits from SPR (SNH) playing a major role in the development of PREDICTE were Tom McBride and Magnolia Fung, both with the futuristic title of 'Knowledge Engineer'. Marilyn Cross, Artificial Intelligence Manager, was also involved. ●



DIGITAL'S VICE PRESIDENT for Distributed Systems, Bill Johnson, made a tour of the AI Centre during a recent visit to SPR. Pictured from left to right are: Knowledge Engineers Tom McBride and John Coghlan, Bill Johnson, Marilyn Cross, Magnolia Fung and the AI Centre's Secretary, Elizabeth Kemm.



## OVERVIEW

(from page 2)

The first is the absence of a local components industry. Components are a fundamental input to computer hardware, but very few computer manufacturers build their own components. There is an entirely separate industry that builds components, and that industry is almost non-existent in SPR.

The second key factor is the availability of skilled people, from the technicians who run computer systems to the double-degree R&D specialists who develop products. Because of the historical lack of a dynamic computer industry in Australia, there is a dearth of skilled people with which to build one.

The Commonwealth Government has recognised that something beyond the traditional offsets policies is required to encourage transnational corporations to invest in Australia.

Transnational companies, in turn, have recognised that, in order to sustain market growth in Australia – the *ninth largest* market in the Western world – they must invest in building the industrial infrastructure of this country.

### Working Hand-in-Hand

Partnership agreements are strategic, long-term collaborative agreements between transnational companies and the Government of Australia to work together in building Australia's industrial infrastructure. A major objective is to create an environment in which companies find it advantageous to invest in the manufacture of Australian-made goods for export.

Partnership agreements involve commitments from both the company and the Government:

- ☐ The company makes commitments as to what it thinks it can achieve in research and development, and subsequently in exports.
- ☐ On the other hand, the Government must enable that to happen by ensuring that the proper infrastructure is developed. 'Partnership' is the key word, because the Government has a role to play; transnational companies on their own cannot simply inject a high-technology industry into a country where very little supporting infrastructure exists.

### Digital's Commitment

In March, 1988, Digital Equipment Corporation and the Commonwealth of Australia entered into a Partnership for Development Agreement. This is a pact between the Australian Government and our parent Corporation, but the responsibility for execution on Digital's behalf rests with the Subsidiary in SPR.

Under the terms of the Agreement, we will increase our local research and

development from a level of less than \$A1 million per annum five years ago to \$A25 million per annum five years from now.

As a result of that R&D, products will be developed, and products from the local infrastructure acquired, which will be exported to meet Digital's worldwide needs. We plan on these exports rising from the level of five years ago, when we were exporting less than \$A1 million a year, to five years from now when we've committed to exporting \$A100 million a year.

The principal advantage to Digital under the Agreement is to continue to play a major role in a healthy and growing information technology market.

As a secondary advantage, we aim to develop technology, skills and products in SPR that are indeed world class. That, in the long run, could become a primary advantage.

### Implications

The impact on the Subsidiary, of course, will be significant. Translated into what we as employees will see, it means that there will be a fairly large engineering group in SPR. We anticipate that it will grow to between 150 and 200 people in five years.

Obvious benefits flow from that in terms of career opportunities for employees who want to pursue an engineering career.

Another change we'll see is the manufacture and export of Australian-made products. This will also create career opportunities, and hopefully the rest of Digital will recognise these products as being among the highest quality in our range.

### Building Momentum

We are now in the first year of our Partnership Agreement, and are wrestling with the problems of getting the various programs up and running.

But we believe that, even though it's very hard to turn the flywheel the first turn, once the flywheel is turning – providing industry and Government continue to pull together – the momentum can build quite quickly.

It's what we're pinning our hopes for the future on. And they're not just the hopes of the company – they are the hopes of the country.

The success of Partnership Agreements is vital to the future of Australia, and is therefore important to Digital's future in Australia. It is therefore vitally important to you. ●

*In upcoming issues, Digitalk will report on the HOW of the Partnership Agreement: How the various groups within SPR are implementing – and planning to implement – our commitments under the Partnership for Development Agreement.*

## ADO NAMES EMPLOYEE OF QUARTER



DAVE PERKINS, ADO Employee of the Quarter for Q1/88.

As a means of recognising outstanding achievements for fellow employees, the Southern and Western Districts have implemented an 'Employee of the Quarter' program.

The criterion for nomination is excellence, and any employee can nominate any other. Only one award per Branch is provided and the winners enjoy suitable recognition within the Branch.

The first award in the Adelaide (ADO) Branch was won by Dave Perkins. Dave is a tireless worker and strives to achieve excellence in all facets of his position as Site Services Specialist.

Many customers have remarked about the care and attention they receive from Dave.

Dave's ability to get the job done and willingness to help in the Sales effort wherever possible has been noted by other Branch members.

As such, Dave is to be congratulated for being awarded the FY88/Q1 'Employee of the Quarter' award. Well done! ●



"Go ahead, give it another turn ...  
I work better under pressure!"



## EDU WINS TOP CUSTOMER SATISFACTION AWARD



AT THE PRESENTATION of GIA's Quality Assurance Award for Customer Satisfaction in FY88: (left to right) Ray Muffett, Roger Blomgren, John Davidson, Colin Lathwell, Regional Edu Manager John Baker, Peter Ives, John Link and Harry Riddle (GIA Edu Business Manager).

General International Area (GIA) Edu Manager Roger Blomgren broke a nearly two-year hiatus and returned to our shores for perhaps the best reason anyone in Edu could hope for: to bestow upon the local Edu Services team GIA's FY88 Quality Assurance Award for Customer Satisfaction.

Roger presented the Award (in the form of a plaque worth its weight in gold!) at Milsons Point (SMP) in September to Regional Edu Manager John Baker and the entire SPR Edu team, past and present.

When congratulating our Edu team on both their high customer satisfaction results and business growth, Roger acknowledged that SPR Instructors teach more course weeks than any others worldwide – but added that he hoped Edu wouldn't rest on their now-legendary laurels. "The three

areas we must continue to focus on are solution selling, market share and market penetration," he said.

John Baker added a nice touch to the proceedings when, after saying that GIA's Edu staff were "always asking for information about Australia", he gave Roger a book – *The Australian Adventure* – to make them even more envious of Down Under! The book was then signed by SMP's staff from Customer Training, Sales Training, FS Training and Employee Development.

The occasion was also used to present Peter Ives (FS Training Manager) with his ten-year service award.

Congratulations to everyone in Edu for their award-winning ways and for keeping our customers satisfied. ●

## DRS NOW IN ORBIT

Last August the telesales and order processing activities of our Direct Response Sales (DRS) centre at Lane Cove (SNL) were launched into SPACE.

SPACE stands for SPR Product Administration Control Environment, a complex system that manages customer orders. Now linked to the system, the DRS has access to all the online pricing and inventory information needed to fulfill customer expectations. Orders can be generated over the phone and processed without the need to obtain information manually.

SPACE provides DRS Sales Representatives with an electronic Master Order Form, cutting order transaction time to only five to eight minutes.

Orders are even automatically checked for 'cleanliness.'

The Systems Logistics group then takes over the control and, if the products are in planned inventory, they can be shipped the following day.

The first four business days of DRS in SPACE resulted in 320 orders being successfully logged by the DRS, and delivery of over 250 of these orders.

That was an excellent effort by the DRS team on their introduction to the SPACE environment.

Full credit goes to the DRS/SPACE project team of Peter Smee (CAS Business Analyst and Project Manager), Robert Jones (MIS and Project Leader), Tom Waters (MIS and CAS Logistics System Manager), Sue Richards (Logistics Business Analyst), Anne Nesteroff (CAS System Administrator), Terry Wunsch (DRS Operations) and IPS's Graeme Powell and Phil Roddy.

The members of the DRS team, SPACE team and Logistics staff worked closely to ensure the success of the project. ●

## DUSTY RHODES

To keep Digits informed of what is happening at Rhodes, Simon Mansfield from the Corporate Communications group has, at the request of the Rhodes Relocation Committee, prepared a display board to circulate throughout the various facilities in Sydney.

The display will change every two months, and is intended to keep staff informed of the progress of the Rhodes development, the various companies operating in the surrounding industrial area, transport to and from Rhodes, and the diverse shopping facilities available for staff at nearby Ryde. ●



WITH SEVERAL MONTHS of construction already completed, the site of our new Regional Headquarters, in the Sydney suburb of Rhodes, has undergone a great deal of change. Work is proceeding well. Concrete trucks stream in and out all day long, foundation cores are drilled and readied, and the work goes on.



## SCIENCE NON-FICTION

### Holes in Earth Seen from Space

**Space:** Aerial archaeology has been given a powerful new tool. As a result of radar experiments conducted during the second Space Shuttle flight over five years ago, scientists have discovered that radar waves see through the sand dunes of deserts – as if someone had come along and vacuumed the desert clean of sand to uncover the surface below!

The startling maps of what the earth's surface looked like thousands or even millions of years ago are the result of a radar phenomenon, one that scientists had no inkling of when the original Shuttle experiments were conducted.

Radar waves, when bounced off deserts, don't begin their return journey until meeting the denser sub-soils below the sand, resulting in a photo map image of sand-covered ridges, river beds and, hopefully, ancient cities.

### Hole in Space Seen from Earth

**England:** International chemical manufacturer ICI has begun urgent research into developing alternatives to ozone-destroying chlorofluorocarbon CFC. A byproduct of many industrial processes, and an important ingredient of many consumer aerosol products, CFC has been linked to the slow breakdown of the ozone layer that surrounds the earth and protects life from harmful UV radiation.

In the U.S., National Aeronautics and Space Administration (NASA) scientists have observed vast holes in the ozone layer over the Antarctica and Arctic regions. In Britain, since early this year Prime Minister Thatcher has been eager to see companies operating in the UK develop alternatives to CFC and other ozone destroying agents. ICI, in response to the Prime Minister's call for action, has voluntarily agreed to cease CFC production as soon as it can.

### New Application for Technology

**Japan:** Bathroom-fixture designers have gone high-tech with toilets. Toto Limited, Japan's leading maker of fixtures, sell a 'paperless' toilet that sprays warm water like a bidet, followed by warm air to dry and pleasant-smelling scents. The machine keeps the seat warm in winter and automatically washes the toilet bowl. Called the 'Washlet Queen', the top-of-the-line machine sells for about 335,000 yen (about \$A3500).

Toto is also developing, along with Nippon Telegraph and Telephone Corp, a toilet that will analyse urine and measure body temperature, blood pressure and pulse. The machine, to be called 'Asa Ichiban' (First Thing in the Morning), will be available next year. ●

## PEOPLE MOVEMENTS



Stan Gifford has been appointed to the position of Regional Technology Support Group Specialist.

Stan brings over seven years' experience with Digital's computer systems to this crucial position of technology evaluation within the workstation environment.



Vetta Malyna has been appointed to the position of Regional Business Development Manager for SWS.

Vetta has responsibility for the development of third-party software to expand the applications available to run on our VAX systems.

Prior to joining Digital, and since her arrival in Australia, Mrs Malyna has primarily been involved within consulting and managing a computer consulting group at Deloitte Haskins & Sells. ●

## Welcome Aboard

Kathy Henderson, Secretary, SNO  
Steve Wilis, FS Engineer, WEO  
Nick Hall, SWS Specialist, STL  
Brian Slater, NZ Accounting Manager, NZO  
Iain Murray, FS Engineer, WEO  
Bryan Claire, SWS Specialist, BBO  
Andrew Cullen, TSC Support Specialist, NZO  
Mark Dilli, Sales Representative, CAO  
Liane McCormick,

Receptionist/Secretary, CAO  
Tony Samuda, Purchasing Clerk, SNA  
Kass Antanaitis, SWS Specialist, CAO  
Edward Steele, Contract Administrator, STL  
Martin Birkenhead, FS Business  
Development Manager, NZO  
Gillian Finch, SWS Specialist, CAO  
Peter Grob, Sales Representative, ADO  
Iris Ip, Secretary, STL  
Leanne Williams,

Accounts Payable Clerk, NZO  
Megan Collinson, FS Engineer, NZO  
Michael Dickenson, SWS Specialist, CAO  
Elizabeth Doherty, Contract

Administrator, STL  
Rick Jamieson, Storeperson, SNL  
Tanya McTaggart, Credit Clerk, SNO  
Sarah Hill, Credit Clerk, SNO  
Phil Swales, Sales Representative, WEO  
Anne Mathers, Secretary, SNA  
Grant Menzies, Stockkeeper, SNL  
Peter England,

Management Consultant, MEO  
Annie Stephenson, Secretary, ADO  
Hugh Raynes, Sales Representative, SNM  
Rachel Wolfram, Business

Development Specialist, SNH  
Richard Powell, Project Manager, NZO  
Michael Truman, Principal  
SWS Specialist, MEO

Rick Godfrey, Project Specialist, CCO  
Steven Yip, Clerk, SNA  
Kate Lynch, Secretary, SNO  
James Cameron, Analyst/Programmer, SNO  
Donna McRae, Sales Systems Manager, SNO  
Hugh MacFarlane, Sales Representative, MEO  
Jan Mottram, NZ Personnel Manager, NZO  
Penny Brian, Secretary, STL

Owen Williams, FS Engineer, WPO  
Joseph Tjaja, Manufacturing Engineer, SNA  
Paul Berry, Contract Administrator, STL  
Rosie Sanes, Secretary, SNH

Samantha Coughlan, Secretary, SNO  
Christopher Claydon, FS Engineer, MEO  
Ion Klopogge, Sales Representative, MEO  
Stuart Davis, Attorney, SNO

Michael Biber, NaC Strategic Network  
Sales Technologist, SNO  
Fiona Campbell, FS Account  
Representative, WEO

Annette Van der Krog,  
Database Administrator, SNO  
Ken Clark, Computer Operator, NZO



# HOLIDAY SOCIAL CALENDAR

It's that time of the year again! Time for the workaholics to let their hair down; time to get to know the Digit in the next cubicle.

*Digitalk* called 'round the traps to find out what's happening where and when, and received an overwhelming response. So book a baby-sitter, put on your glad rags and get out and socialise. Upcoming office social functions include:

## Hobart

The Hobart (TZO) office will be holding a Christmas dinner party at the Hobart Pacific Restaurant on Saturday, December 17. Plenty of food and drink all around.

## Auckland

The Auckland Branch Sales group is holding its Customer Christmas party on Thursday, December 15 from the close of business onwards at 162-164 Grafton Road, Grafton.

The Auckland Social Club is holding a children's Christmas party on Saturday, December 10, at around 11:00am, in the lunchroom of the Auckland (NZO) office.

The New Zealand Management Committee (NZMC) is holding an office Christmas party at the Leger Room, Ellerslie Racecourse, Auckland, on Saturday, December 17.

## Canberra (CAO)

Family Christmas Party - December 3. BBQ at Black Tower Peninsula. Santa will be there, and games will be organised for the kids.

Adult Christmas Party - December 9. Dinner at The Carrington.

## Adelaide

The Adelaide (ADO) Social Club will be holding a Christmas party at the Colonial Restaurant, Glen Osmond, at 7:30pm on Saturday, December 17.

The Adelaide Social Club has recently held a Christmas raffle, the prize being a chauffeured luxury 'stretch' limousine ride to and from the Christmas dinner. The lucky winner was Richard Munn (FS Software Specialist).

Adelaide's 'in-house' photographer, Software Specialist Kevin Manderson, will be taking snapshots of Richard and his escort alighting from the limo at the restaurant.

## Wollongong

The staff from Digital's Wollongong (WGO) Branch, along with their partners, will be having their Christmas dinner party on Friday, December 16 at the City Pacific



International, 112 Burelli Street, Wollongong, starting at 7:00pm.

All Digits are welcome to come, but if they are also attending the Sydney Christmas function they will have to pay for dinner and drinks.

## Brisbane

The Brisbane (BBO) Branch will be holding an adult's Christmas party, which is set to explode at Crazie's (a BBO codeword) in the City, Thursday, December 8. This is an 'all functions' event! Nearly the entire BBO team of 58 Digits, plus spouses, will be there.

Meanwhile the kids' Christmas bash will be under the sun and beside the sea, at beautiful Bribie Island on Saturday, December 10. Once again it's an 'all in' event, so a large and happy turnout is expected. Will Santa arrive by sailboard?

## Wellington

The Wellington (WEO) Branch is holding a customer Christmas party at the new Plaza International Hotel in Wellington on Friday, December 9, which will run from the close of business until 7:00pm. It is being held in the newly opened ballroom, and about 250 customers are expected to attend over the three hours.

The Wellington Branch staff Christmas party is being held this year at the Flamingo Cabaret on Wednesday, December 7, and will run from 8:00pm to 1:00am. The evening will take the form of cabaret with a secret 'special guest' appearing.

The meal will be a buffet dinner. All 44 members of the Wellington Branch are hoping to attend, along with their spouses.

## Christchurch

For those living south of Wellington, the South Island Social Club is organising a South Island Christmas function. The venue is the Smuggler's Arms Restaurant, Governor's Bay, December 3 at 7:30pm. The format will be casual with live entertainment.

## Newcastle

The Newcastle (NLO) Social Club has arranged the Newcastle office Christmas party on Friday, December 16, at the Sir Francis Drake Motor Inn, Raymond Terrace. The evening will commence at 7:30 with a cocktail interval, followed by a delicious smorgasboard. After that, anything could happen. About 50 Newcastle Digits usually attend.

The Kids' Christmas party will be held on the Sunday of the same weekend, December 18, so our Engineers in Orange, Tamworth and Armidale don't have to travel two weekends for our Christmas functions. This will be held at Rathmines Park and is always a great day. With about 30 kids running around, it is most entertaining.

## Sydney

The Product Marketing group will be holding their Christmas party on Friday, 16th December aboard the Macquarie River Princess on the Hawkesbury River. Gate-crashers will need to walk on water.

The main Sydney Christmas party looks like being the best one ever. It is expected that over 1000 Digits and partners will celebrate another great year at the new Darling

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## FINANCIAL ACT OPENS FOR BUSINESS

Opening a plush facility in the heart of Sydney's financial district to spur cooperative development of financial software is a bold step – even bolder when you consider that its official opening was held nearly a year to the day after the stock market crash.

While most would rather forget 'Black Tuesday', when the All Ordinaries in Australia plummeted by 25%, it was a day to remember for Digits involved in our SEATS (Stock Exchange Automated Trading System) at the Australian Stock Exchange.

The performance of SEATS – only two days old on that fateful day in October, 1987 – taught everyone a lot about the quality and reliability of our product set and networking technology.

It was with this confidence and commitment to the financial marketplace that, on October 27 at the Sydney O'Connell Street office (SNM), Subsidiary Manager Frank Wroe opened the Application Centre for Technology, or ACT.

### 'Ideas Centre'

The ACT at SNM embodies Digital's experience in the key market of finance, banking and insurance, and combines it with our technical expertise – all at one location.

Much more than a showroom, the Financial ACT is an 'ideas centre' – a well-equipped and well-staffed facility designed to encourage software houses to use Digital's products, services and people to port to, or develop software for, our equipment.

Visitors can, of course, have demonstrations in a wide range of hardware and software, but the ACT is really a place where decision makers can participate in the development of the very solutions they need.

"We want to combine our skills with those of the finance industry to come up with products that will give companies an advantage," said Rob Hamilton, SNO-based Marketing Manager for Banking and Finance.

### Couldn't Wait

One man who couldn't wait for the ACT to open its doors – Sales Unit Manager (SUM) for Sydney District's Banking and Finance unit, Geoff Slocombe – agrees.

During the Financial ACT's opening week, Geoff says that decision makers from 30 financial institutions attended presentations at the new facility.

"Doing business with banks and other financial institutions is what we call an 'application solution sale'. That's why the ACT is essential to Digital's success in this important marketplace," says Geoff.

As early as Q1 FY88, before the ACT was completely set-up and staffed, it was helping to leverage a substantial amount of business.



Today, work is underway at the Financial ACT with three of Australia's largest banks.

"We're all very excited by the set-up of the ACT and professionalism of its people," Geoff said.

### Understanding Customers' Needs

A key feature of the Financial ACT is its wide range of equipment: VAXstations, MicroVAX II computers and the MicroVAX 3600 computer, and including terminals and laser printers. There are also several IBM PCs and Apple Macintosh IIs, used to demonstrate our communications capabilities.

All of the equipment is networked via DECnet and linked to Chatswood (SNO), then through a combination of public networks and satellite links to other ACTs throughout the world.

The ACT also has close links with world business through worldwide financial data services.

"Big business today wants direct access to computer experts who understand their needs," says the man who manages Sydney's ACT, District Sales Support Manager Terry Quanborough. "That's why all of the systems in our ACT are pertinent to the way financial and banking executives work. Customers have the opportunity to see how new developments in computing can be tailored to their needs."

As well as Terry, the Financial ACT is staffed by Shelley Baudinet (ACT Administrator), Peter Mullins (Regional Consultant), Graeme Hayward (Software Support Specialist) and David Humphreys (Project Manager, Solutions).

"ACTs are people – industry-specific and trained people – with access to the latest software, hardware, training, industry knowledge and other services," said Frank Wroe at the October opening.

"We are not here to sell computers. We're here to render solutions . . . a more complete answer." ●



TOP: THE FINANCIAL ACT in Sydney – devoted entirely to banking and finance at the October opening. BELOW: SOLUTIONS PROJECT Manager David Humphreys.







g and finance. ABOVE: CONSULTANTS AND DIGITS mingle  
David Humphreys (at right) gives visitors a closer inspection.



## MELBOURNE ACT RISES FROM THE ASHES

The new Financial ACT in Sydney is not the first ACT in SPR – the first was the Industrial ACT at Box Hill (MEO) which commenced operations in late 1987.

In the race for opening, there was – figuratively speaking – only a struck match between them. MEO's Industrial ACT was a casualty of the fire that swept through the Melbourne office's second floor last July (see August '88 issue of *DigitalK*).

After the blaze office space in MEO was at a premium and, as a result, the site designated for the ACT became the temporary residence of FS.

That is expected to change before the end of the year, and an opening similar to that of the Financial ACT – involving consultants, senior-level management of customers and prospects, and the media – is scheduled for sometime in Q3 at MEO.

**The ACT helped obtain over \$A12 million worth of business during the last five months of FY88.**

The Industrial ACT's team comprises Barry Ferguson (Manager) and SWS Regional Consultants Tom Fearn (Manufacturing), Peter Braham (Programmable Logic Controllers/CIM) and Kees (pronounced 'Case') De Leeuw (Logistics and Distribution).

The list of customers who haven't waited for an 'official' opening include the Department of Defense's Office of Defense Production, Comalco and Newmont Mines.

In fact, during the last five months of FY88, MEO's ACT assisted in obtaining over \$A12 million worth of business and helped satisfy customers as far away as Korea.

"The Industrial Sales Support group, attached to the Industrial ACT, is currently involved in projects with the Salesforce throughout SPR and the Far East Region to the value of \$A30 million plus," says Barry Ferguson.

If that success is anything to go by, customers in the manufacturing, distribution, construction – and now financial – industries can look forward to a lot more 'teamed assistance' with Digital in the future. ●

## PARTIES!

(from page 7)

Harbour Banquet Hall on December 2 for a fun night of eating, drinking and dancing.

We have booked popular Sydney band *Enormous Horns* to provide the evening's musical entertainment. Pre-dinner drinks will be on from 7:00 to 7:30, with dinner from 8:00. The menu includes country style terrine, chicken fillet in a scallop puree and chocolate and ginger mousse. The vegetarians amongst us have also been catered for. Darling Harbour has plenty of night spots for extra raging after the dance, for those Digits with any stamina left.

### Perth

Perth (WPO) Digits are certainly in for a surprise this Christmas, mainly because they don't know where they are going!

However, rumour has it that on the night of December 17 they are off on a 'Magical Mystery Tour', starting with pre-dinner drinks overlooking the Swan and the city. Then it is believed they will progress to one of Perth's restaurant/bars where they will have the whole place to themselves till dawn – with a smorgasbord buffet fit for a king or queen, all the light beverages they can consume, their very own disk jockey and some special surprises.

As well as the adults' party, a wonderful day at Adventure World, on December 11, has been planned for the little Perth Digits.

### Melbourne

The Melbourne (MEO) office is having the little Digits' Christmas party on December 11. The Social Club advises that the location is to be confirmed.

The big Digits in Melbourne will be enjoying their Christmas party on December 16 at the Regent Hotel in Collins Street. ●

## CHRISTMAS PICS IN EARLY, PLEASE

If you would like to publicise the goings-on at your Christmas bash, *DigitalK* would be happy to publish them, but... we need to have them, along with story/description/caption, no later than *Friday the 23rd* of December, 1988. ●





Congrats to Claudia Hautle of the Canberra (CAO) Bid Centre, who was married in September in Brisbane to Brian Minter. *Digitaltalk* joins Claudia's colleagues in wishing them both the best for the future.

★ ★ ★

Kate Lynch recently left the Canberra office to transfer to Sydney (SNO), where she is now working as Secretary for Robert Porter (Regional SWS Business Manager).

★ ★ ★

Meanwhile at CAO, Digits have been busy with the Defence and Tax Office tenders. So busy, in fact, that there are now six new Digits to welcome aboard at Barry Drive. On behalf of SPR Digits, *Digitaltalk* welcomes Kass Antaitis, Gillian Finch and Mark Dickenson to the DESINE team, while Mark Dilli has joined the Canberra Sales team, along with Leane McCormick.

★ ★ ★

But that's not all from CAO. Peter Bartlett, formerly of CAO FS and now with CAO Sales, has just landed Digital his first million-dollar sale: to the Attorney General's Department. The Canberra office, realising this was an excellent excuse for a celebration, did exactly that in Peter's honour.

★ ★ ★

Meanwhile in wonderful Wollongong (WGO), Software and Sales Secretary Babette Ferguson is looking forward to taking out her Australian citizenship in the near future. Babette lived in Australia with her family many years ago and later realised that Canada wasn't her kind of place to spend summer - so Babette decided to head back up to SPR, where the sun always shines.

★ ★ ★

While Digits in Sydney were sweltering in above-30-degree temperatures, three lucky Darwin (DAO) Digits slipped away to Barbados in the Caribbean for the annual Excellence Awards.

'Top FS Manager of the Year' Barry Caire (DAO FS Unit Manager) and his wife Gail

joined 'Engineer of the Year' Phil Sampson for well deserved R&R.

In recognition of the importance that teamwork played in winning the award, Phil invited Logistic Support Manager Justina Herme along - not to play chaperone but because, as he confessed, without her support he'd never have won!

★ ★ ★

FS Engineer Shawn Davies (SNL) has computed his way to a free holiday for two in Hawaii. Shawn has high-teched the \$A3000 prize in the *Computing Australia* contest sponsored by Qantas computing division, Qantek.

Shawn used a pocket calculator to estimate that *Computing Australia's* Every Job Directory had 34,297 listings during a 12-month period. That was only 31 off the actual 34,266.

Aloha to Shawn and partner, who will fly by Qantas to Hawaii in February.

★ ★ ★

Massachusetts, home of Digital's Corporate Headquarters, is also the birthplace of a holiday we don't have here in SPR - Thanksgiving, at the end of November.

Thanksgiving as a holiday began back in the 17th Century, when pilgrims, having recently emigrated from England to the New World, 'gave thanks' for a good harvest before the onset of winter. Thanksgiving these days, for most people, consists of church in the morning, a big dinner of stuffed turkey with cranberry dressing and sweet potatoes (Thanksgiving dinner takes the place of our Christmas dinner), and a lie-down on the living room floor to watch a game of 'pro football' (professional gridiron).

Happy Thanksgiving, American Digits!

Digital recently honoured its patent holders who have received patents over the last 30 years.

Eleven Digits were recognised with plaques for receiving five or more patents while at Digital.

Jack Smith, Senior Vice President, Engineering, Manufacturing and Marketing, made the presentations.

★ ★ ★

The August '88 issue of *Digitaltalk* featured Instructor Cynthia Bowen's trip to the Ranger Uranium Mine to train customers on their new MicroVAX computer. The folks at Ranger did us one better and featured the \$A1 million installation on the *entire front page* of the August issue of their newsletter, *Ranger News*.

★ ★ ★

'But who's the secret admirer?' is what everyone's asking at the Hobart (TZO) office.

Sales Representative Phil Richardson has received cards and flowers, but no name! Perhaps next issue we'll have more. ●



IN THE OUTBACK, you never know what you may find - maybe even Lee Cameron, Terminals & Micros Product Manager, delivering a MicroVAX 2000 computer in the small Queensland town of Winton.



## STRATOSPHERIC PRAISE

I wanted to pass on my sincere thanks and appreciation for the highly professional SWS personnel who have worked at 'Aviation' over the last few years. This group of people has included Jeff Parker, Linden Tilbury and David Holloway, and more recently Malcolm Bruce and Keith Anderson.

The competence and dedication of Digital's staff at Aviation have been instrumental in the development of a computer environment and network that is the envy of many organisations.

I intentionally left Pat Keogh off the list because I wanted to extend a special thanks to him. He has worked with us for close on two years and with his 'full-time' departure from the scene I would like to wish him luck in his future career with Digital.

Although it is always difficult in an organisation of our size to pick out people who have made a significant contribution to the success of a project, I have no hesitation in identifying Pat as just such a person. His obvious technical competence and experience along with his ability to get to know the bureaucracy and offer very sound advice have been major factors in the success of the computer network. People of Pat's calibre are few and far between, and an organisation that has such people should regard itself as very lucky.

I would also like you to pass on my thanks to Henk Van Roy for the support he has provided over the years. The time and effort he put in, not just for the sake of Digital, during our recent upgrades is an example of the professional manner in which he gets things done. I am sure the proposed 'Henk and Pat Team' will be a formidable force in the future.

Finally, I wanted to wish Digital all the best in Canberra. With the products and personnel that the company has at its disposal and its good track record (e.g. the Aviation installation) I am sure the future looks very bright.

Mr Martin Dexter  
System Manager  
Civil Aviation Authority

### Print it Again

I am most impressed with the standard of your magazine, *DigitalK*, and in particular I think the special supplement you did in August on Ken Olsen is extremely valuable. I don't recollect seeing a nice potted history on the great man before and, if it is OK with you, I would like to reprint this article for distribution to our employees here in Ayr.

All the best and congratulations again on an excellent magazine.

Jim Manderson  
Ayr, Scotland (AYO)

### Service with a Smile

Over the past two months, FS Engineers from your company have carried out a number of installations for us in Sydney, Melbourne, Hobart and Perth. We realise that this time of year is exceptionally busy – however, the engineers have at all times been courteous, efficient and helpful.

The most recent installation in Perth was exceptionally well handled. This installation was plagued with problems. The FS Engineer (Michael Hodgson) never lost his good humour or determination. It was only with his efforts, time and knowledge that the customer was ready to continue operations the following Monday.

Please pass on the thanks of Computer Plus Marketing and our customers to the Managers and Engineers of Digital's FS.

Chris Higgins  
Project Manager  
Computer Plus Marketing Pty Ltd



### Case-Study-in-Point

Let me take this opportunity, on behalf of Telecom Australia and the Australian telemarketing industry, to express our appreciation and thanks to Tom Juospaitis for his effort and support during the preparation of the case study video of your operation.

With Telecom's involvement in promoting telemarketing we have often been questioned on the availability of Australian case studies. We have taken much pleasure in advising that, due to the assistance offered by people such as Tom and others in your company, Telecom will soon have available a range of telemarketing case studies. Such case studies enable us to present the new and innovative ideas being generated by Australian telemarketers.

The level of enthusiasm about, and interest in, telemarketing that exists in Australia clearly suggests that Australians will carve a place in world telemarketing in the near future. Many thanks for your assistance.

Mr J Harrison  
National General Manager  
Business Communication Services  
Telecom Australia

### Satisfaction Confirmation

We are writing to confirm our satisfaction for the service we are receiving from your FS Engineer Rodney Seeto.

Mr Seeto has always given us prompt, courteous and efficient service on our DECmate II equipment.

It's nice when back up service is as good as the equipment itself.

Brian Chamen  
Principal  
Chamen & Associates

### Flying Service

I would like to take this opportunity to express my gratitude for the effort that went into supporting the Wrightson Wool installation in Dunedin.

Although Digital had very little notice (a few hours), everything a client could have wished for was done without fuss. This included flying in an Engineer from Wellington and spares from Christchurch and Auckland.

All Digital staff involved – John Willis, Dave Green and Ian Feldwick – provided service of a very high quality and I have made a point of reporting this to Wrightson Wool management.

Sam Watson  
Computer System Consultancy  
Waikanae, New Zealand

### In Tune

This is to express my appreciation and thanks to Larry Czarnik for organising our VIP drive maintenance at such a short notice. It is heartening to see such sensitivity to customer problems. Thanks again.

Satish Khanna  
GEC

### Team Player

I have been working on the Office of Defence Production account over the past six months.

During that time, we had to fight some very close battles . . . to win the business in that account. In particular, the Mulwala Explosive Factory (MEF) was very important to the whole account strategy.

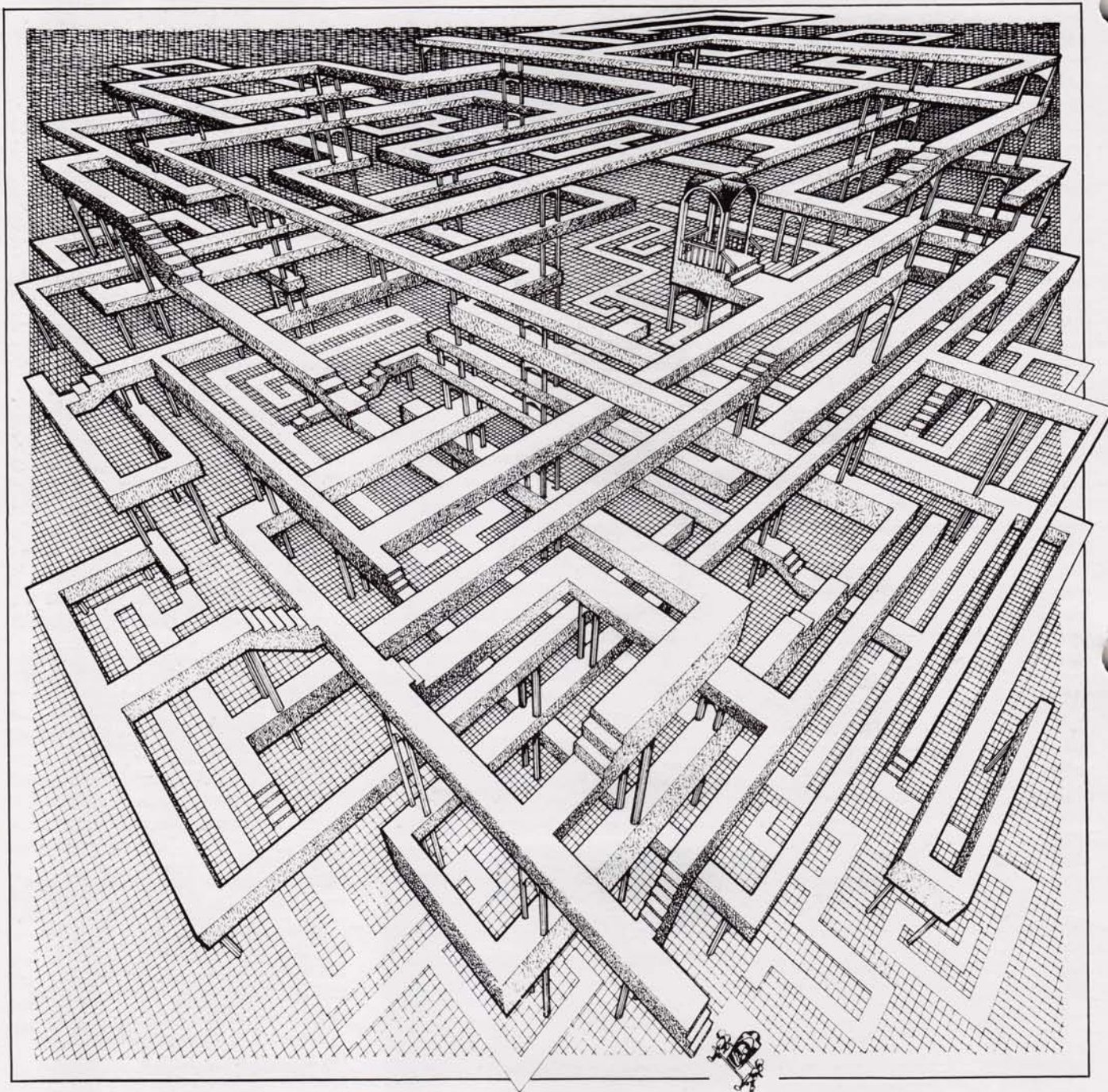
On behalf of the account team, I would like to thank Arthur Rigby of the Albury (UWO) branch for his efforts in supplying the account team with up-to-date and important information coming from MEF.

Arthur became an integral part of the team-selling effort to this factory, and his contribution is appreciated.

Russell Holmes  
Strategic Sales (SNM)



# SHOW ME THE WAY TO GO HOME



Send to *Digitalk*, SNO 10/1  
Entries close December 16, 1988

NAME \_\_\_\_\_

POSITION \_\_\_\_\_

MAILSTOP \_\_\_\_\_





## STOP THE MAZES – I WANT TO GET OFF!

The flood of contest entries that used to swamp the *DigitalK* Editor's desk and take up endless hours checking and re-checking has dried up to a dribble. Of those that do come in, most of them are wrong. What could the matter be?

Someone came up with the idea that perhaps the mazes are getting too hard. Another suggested that (unbelievable as it sounds) maybe some people don't like mazes. We've decided to conduct a scientific experiment and give the mazes a break for a while – starting tomorrow.

First, the ultimate puzzle for the maze freaks in our number. It's either the way home from a Christmas function (in which case it should be easy) or the steps to the King or Queen's throne.

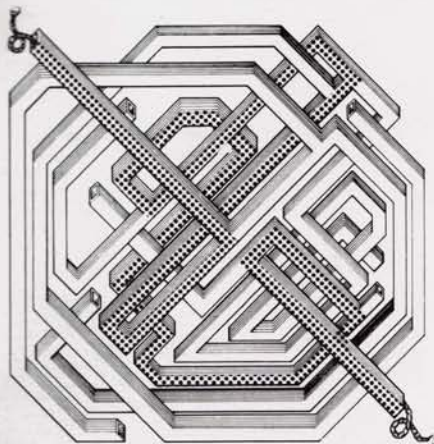
There are only two rules: (1) Don't climb walls, and (2) If in doubt, where the walkway *appears* to go under another, it actually does.

The person owning the name of the first correct entry drawn at random will be entitled to a great night out courtesy of *DigitalK*, to the tune of \$A100. Bon chance! ●

## ANOTHER WINNER

No matter how hard the contests get, there's a winner each time. The lucky (and skilful) winner of August's contest was Philip Pote, Sales Manager based at SNM.

Guten appetit and prost, Phil. Who says there's no such thing as a free lunch? ●



Solution to August Contest

## 'THEN THERE WERE NONE'



**WHAT ONCE WAS:** The now-empty rooms and corridors of the former Sydney South (SNS) FS Centre at Waterloo once hummed with activity when it was the largest FS facility in SPR.

With the final move of Digits from our Waterloo office (SNS) in September, FS Engineer Daniel Jeyachandran has offered this nostalgic look at one of SPR's most historic locations.

One would never find a dull moment in the history of the Sydney South Branch (SNS) at Waterloo. In it you'll find all the thrills of Agatha Christie's thriller *Then There Were None* – the only difference being that the people who disappeared from SNS did so by consent, and reappeared elsewhere in their careers.

If change and dynamism are signs of success, then SNS had plenty. Success, however, often springs from humble beginnings. This is true not only of Digital, with its humble start in an old woollen mill, but can also be said of SNS, which was also housed in an old building, originally a tobacco warehouse in an industrial suburb.

SNS consistently maintained a profile of excellence in the eyes of even the most demanding customers. It was the first Branch in Australia to have a strong commercial customer base as opposed to Digital's traditional scientific user base. It was once the largest FS facility in SPR and the highest FS revenue earner in Australia. It was also the first Branch in the Region to offer 24-hour, seven-day service.

### 1982 – In the Beginning

In September 1982, SNS underwent a massive restructuring, and the building on the corner of Epsom Road and Dunning Avenue in Waterloo, with 1600 square metres of floor space, was 'home' for the next six years.



Waterloo became the citadel of three new Branches. These were to provide service to customers in three areas of specialisation: first, top-end PDP-11 computers, VAX systems and DECSYSTEM-20 computers came under the new 7BG Branch Manager, Warwick Adams. Then Ray Muffett became Branch Manager of the Computer Service Branch, 7NA. Later, the PC and Terminals group was relocated from SNO with Frank Pang as the Branch Manager.

SNS started in Waterloo with 67 employees on its payroll, and within a year the figure peaked at 85 – with three Branch Managers, nine Unit Managers and 54 FS Engineers.

The glory was short-lived, however; the transfer of the Installation Group to SNO in October 1982 marked the beginning of Waterloo's disappearing trick.

### 1983 – Beating Downtime

Hardware Product Support had all along been a District function, and there was a pragmatic move to shift it to the Branches – a strategy to provide expertise where it was needed most. In November 1983, the District Support Team at SNO was disbanded and five Support Engineers under the leadership of Jack Lee headed for Waterloo.

There was neither a Lord Nelson nor a Napoleon, but the battle against machine downtime was easily won.

The next major milestone, in January 1984, was aimed at providing customers the

(continued page 14)



## 'THEN THERE WERE NONE'

(from page 13)

support they deserved. While the Operations Unit Manager took care of the day-to-day management of customer needs, the Field Service Account Unit Manager worked with the Sales Account Manager in order to provide the 'complete solution'.

The Field Service Account Unit Managers coordinated all Field Service activities such as hardware support agreements, DECsite and Network Installation, hardware installation, DECprotect, DECmove etc.

Then in July 1986, the Account Management Team moved to Chatswood.

### 1984 - One Major 7BG Branch

August 1984 saw the merger of the three Branches into one. Warwick Adams became the chief architect of the new and larger 7BG Branch with three units. PC & Terminals/ Preventative Maintenance and Device Specialists formed two of the groups, while the third was made up of Engineers managing the rest of the sites. The latter two groups were eventually restructured as the City and the Suburbs Units.

**Waterloo was once the largest FS facility in SPR and the highest FS revenue earner in Australia.**

A special dinner was organised by 7NA to remember its 'demise' with Mac Wilson (the then-Branch Manager of 7NA) dressed as an undertaker!

### 1985 - Service Centre

In December 1984, Adrian Beauregard moved to Waterloo to set up and manage the newly-formed Carry-in Service Centre. The Centre proved a winner, netting \$A400,000 within six months.

Earlier - in September of that year, after Sydney North had moved to Eastwood (SNE), there was a major reshuffle of customers between SNS and SNE to provide specialised service - Sydney South to handle commercial customers, with Eastwood handling technical and Government customers.

By the end of 1984, the concept of a fully self-contained Service Delivery Branch with support, account and operations (SAO) was implemented and was functioning successfully.

However, the Specialist Branch concept had some operational bottlenecks and another restructuring in October 1986, strictly according to geographical area, proved beneficial.

### 1986 - More Changes

Karl Marx said, "Philosophers have interpreted the world, but the point is to change it."

The changes within Digital are not quite of that sort.

The Service Centre had moved to the Lane Cove (SNL) facility in April 1986. The following April, the Support Unit Manager moved to St Leonards (SNL), leaving behind the two Branch Support Engineers, John Tighe and Andrew Chong.

In April 1986, Peter Hoyle moved to Waterloo to fill Warwick's position. Lindsay Patterson and Nitin Trivedi became the Unit Managers of the Suburbs and City units respectively.

### 1987 - High Productivity

In September 1987, the PC & Terminals unit moved out to SNL (a loss of eight people) to form a joint unit for the whole of Sydney. Early in 1988, Waterloo lost the remaining two CRRs after CORE (the fully automated and integrated database used for contract administration and call handling) was centralised.

The 30 remaining staff at Waterloo were able to maintain a high level of service, despite a reduction of 65% of the 1983 staffing level and an increase in revenue of 100%.

### Real People Lived in Waterloo

SNS can be said to have been a true representation of Australian society, not only in their names - with the high proportion of Johns (11) and Davids (4) - but also in the cosmopolitan content of the people, with nationalities consisting of New Zealanders (Pakeha, Maori), Chinese, South African, Indians and a 'chief', Kampuchean, Irish, British, Scottish, Danish, Sri Lankan and of course Australian.

**The 30 remaining staff at Waterloo were able to maintain a high level of service, despite a reduction of 65% of the 1983 staffing level and an increase in revenue of 100%.**

It is often said, 'What's in a name?' A lot - especially when they are I-o-n-g! They are a paymaster's nightmare, and a computer's too! SNS might well have made its name in *The Guinness Book of Records* for the longest name: Srinivasan Sankaranarayanan. The short form of the name, 'Sankar', was successfully adopted and indelibly etched on a plaque noting him as 1984's 'Engineer of the Year' - the year the award was first instituted, by Warwick Adams. The Branch was also proud of several District 'Seal Award' winners like Lindsay Patterson, Ray Hooper and John Murphy.

In the last three years, about ten Engineers left SNS to join other Branches,

functions or companies. However, two names are praiseworthy as die-hard loyalists, as they remained loyal to the Branch right from its inception - Andrew Babak and Ray Hooper. Also, Rick Wilkins returned to Waterloo with a 'dubious' role, either as a 'villain' behind its closure or as a 'liberator' to move whoever was left of the Branch - lock, stock and barrel.

### 1988 - Then There Were None

As of September 1, 1988, it can truly be said of SNS at Waterloo: 'Then there were none.' It may have been the end of an era, but as SNS moves on to new premises at Alexandria, it is sure to live on in the annals of history - colourful and nostalgic! ●

## NOVEMBER IN DIGITAL'S HISTORY

- 1960 Introduction of the PDP-1 computer, the world's first small interactive computer.
- 1971 Manufacturing starts in Galway, Ireland.  
DECsystem-10 is introduced.
- 1976 Manufacturing begins at plant in Burlington, Vermont.
- 1977 Plant opens in Clonmel, Ireland.
- 1983 VT200 family of video terminals introduced.
- 1985 Digital opens in Turin, Italy, an Application Centre for Technology dedicated to the automotive industry. Introduction of the MircoPDP-11/83 computer, the most powerful Q-bus 16-bit computer in Digital's history.
- 1986 Digital introduces Local Area VAXcluster systems, extending distributed computing to the work group. ●

## WHY ARE THE BLUE MOUNTAINS BLUE?

The Blue Mountains, location of the FY89 Sales Conference, get their name from the ever-present blue haze caused by sunlight striking droplets of eucalyptus oil which evaporate from the leaves of the dense surrounding forests. ●



## DIGITALKING ABOUT SPORT



### DOWNHILL DIGITS

A team of six keen (not sixteen) Digits from the Christchurch (CCO) Branch represented Digital when they took part in the thrills and spills of the prestigious Kiwi Lager Business House Ski Race.

Over 64 racers participated in the event, representing organisations such as Ansett New Zealand, The Christchurch Press and Dominion Breweries. Original team names had to be used, and included 'Three Guys and a Doris', 'The DB Bombers' and, of course, the 'Downhill Digits'!

Regulations state that all team members have to be full-time employees of the organisation and that at least one team member has to be female.

To fulfill the latter requirement, Linda Lee was recruited, making the supreme sacrifice of arranging a 'skiing holiday' at very short notice.

The Downhill Digits team lineup was:

- ★ Linda Lee (SWS Specialist, NZO);
- ★ Jeff Wilkinson (Principal SWS Specialist/Project Manager, CCO);
- ★ Stephen John (Account Manager, CCO);
- ★ Ken Matheson (SWS Specialist, CCO);
- ★ John Hoonhout (SWS Specialist, CCO).

The contest involved dual format racing, in which each team member was required to complete two runs on the slalom course on both Saturday and Sunday. Live race commentary was given by a professional radio announcer on the field.

At completion of the first day the Downhill Digits were in seventh equal position. A barbeque lunch was provided by Kiwi Lager, who erected a marquee for the occasion. There seemed to be lots of volunteers enthusiastically sampling the sponsor's product!

Kiwi Lager brought with them a giant blow-up model of a beer bottle which attracted a lot of interest when it collapsed due to the air compressor running out of fuel. Half of the lunch crowd was involved in holding the thing up, much to the entertainment of the skiers passing by on the lift.

The Downhill Digits were greeted on the second day by a freezing cold south-westerly which caused drifting whirlwinds of ice and snow all over the field. The Digits had a bit of bad luck when one of their racers was hit head-on by one enormous gust of wind, virtually stopping him in his tracks. After a very graceful ballet twirl and a bit of one-legged acrobatics he still managed to finish his race. Well done Batman!

A big thank-you to the New Zealand Marketing team for their support. Due to the high level of interest and media coverage, Dominion Breweries have decided to make this an annual event and have asked the Downhill Digits to enter again in 1989. ●



LAST WINTER, while the Australians were wondering whether or not there was going to be any snow this year, Digits in New Zealand were sitting back enjoying plentiful snow and the possibility of an export market next year to Perisher. From left to right: Stephen John, Audrey Hoonhout, John Hoonhout, Rhys John (Trainee Sales Rep) and Linda Lee.



THE WHITE STUFF: Linda Lee shows how it's done.



## INSIDE

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Subsidiary Manager Frank Wroe explains the reasons behind the Partnership for Development Agreement.

### 3 C'est Intelligence Artificiel

AI Centre's work on show to the world in France.

### 5 DRS Now in Orbit

Our own DRS launched into SPACE.

### 5 Dusty Rhodes

Cement trucks come and go; the work goes on.

### 6 Science Non-Fiction

New column on new technology by *Digital's* Science Editor.

### 6 People Movements

Appointments, hires.

### 7 Party Line

Where and when the office Christmas parties are happening 'round SPR.

### 8 ACT One Opens in Sydney

Financial Industry solutions centre has its grand opening.

### 9 ACT Two to Follow in Melbourne

Industrial ACT rises from the ashes.

### 13 Stop the Mazes - I Want to Get Off

Grand finale super-maze contest.

### 13 'Then There Were None'

A nostalgic history of the late, great Waterloo Branch.

### 15 DIGITALKing About Sport

The thrills and spills of the Downhill Digits.

## HELP DESIGN THE OFFICE OF THE FUTURE

As part of a worldwide drive towards facilities standards, the Rhodes design team has been asked to develop a number of office design alternatives which could ultimately be the SPR standard office designs.

Digits from all areas of Sydney are encouraged to participate by visiting the demonstration area on the eighth floor of the Chatswood Tower (SNO) and completing a survey sheet to voice your views.

If you work outside Sydney, drop by the demonstration area to make your contribution when visiting the Chatswood offices on other business.

The demonstration units will be on show until December 15. Chris Hood and Vince Hughes will normally be available in the demonstration area each Friday from 2:30 to 3:30pm to answer any questions you may have. ●



FOR YOUR PERUSAL and evaluation, a number of administrative and secretarial office alternatives are on display, along with survey sheets for your input to the office of the future.

DIGITALK

003734

MAX BURNET  
CORPORATE RELATIONS' MANAGER  
SNO G